



NEW-VEHICLE INVENTORY

AS OF APRIL 19, 2021



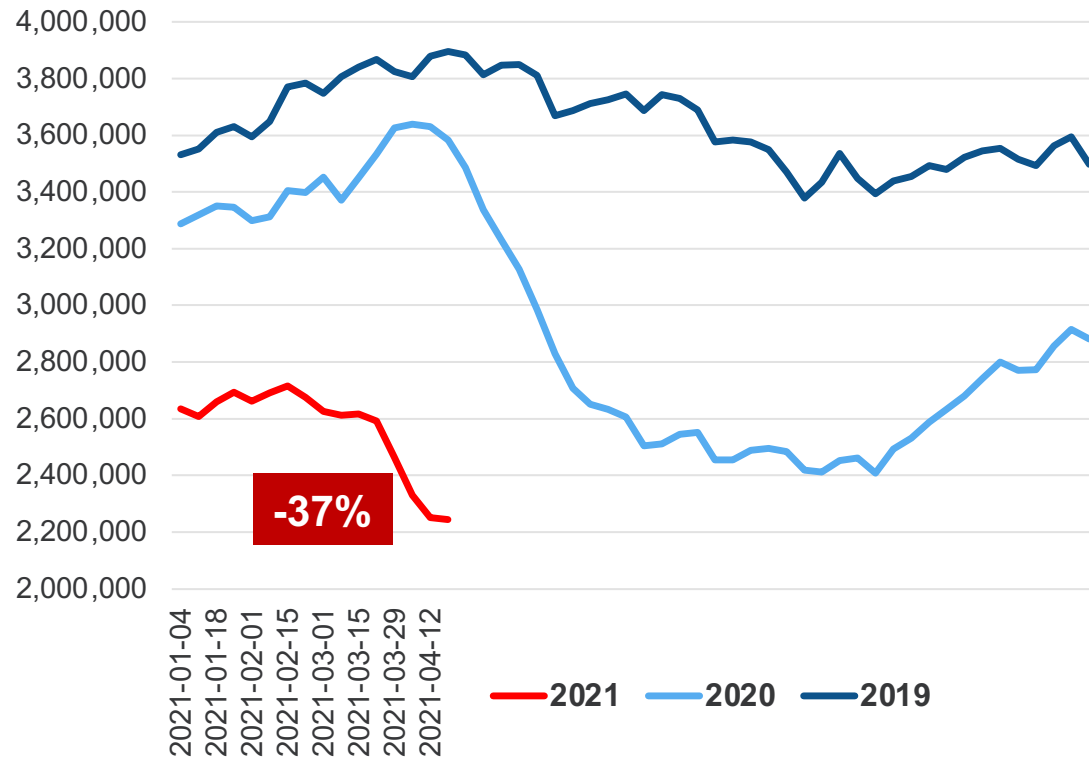
COX AUTOMOTIVE™



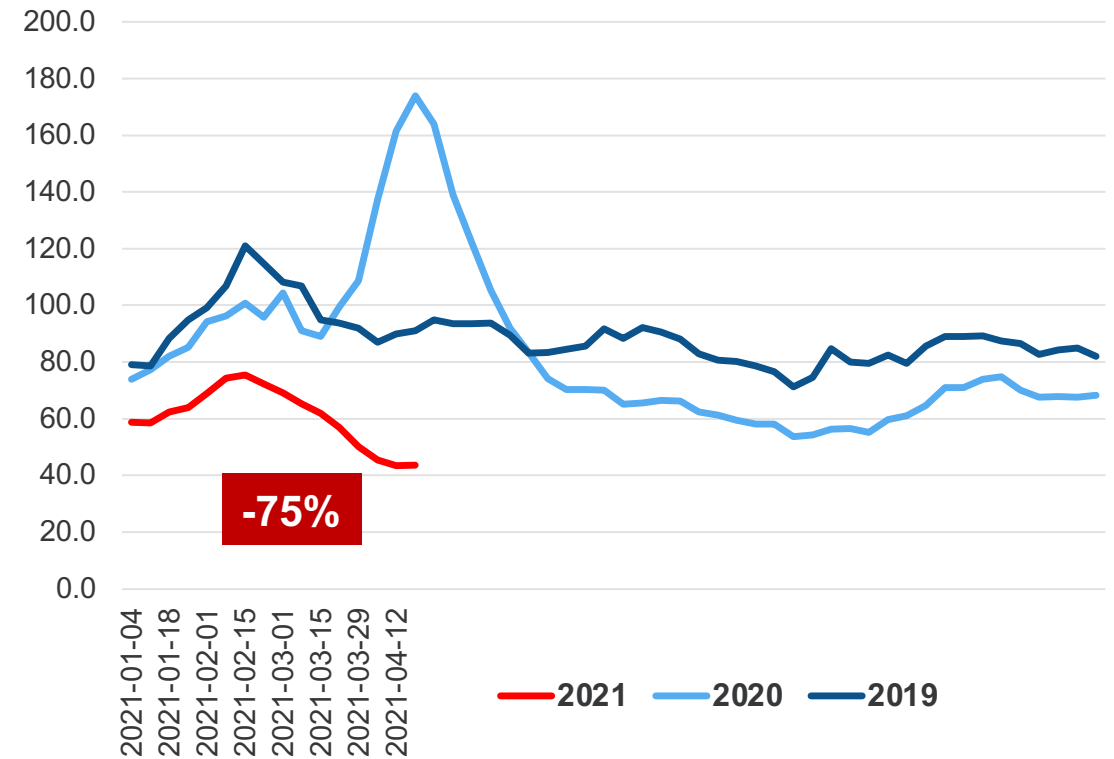
NEW VEHICLE INVENTORY DAYS OF SUPPLY TIGHTENING

Supply situation remains well below last year levels

Available Supply weekly



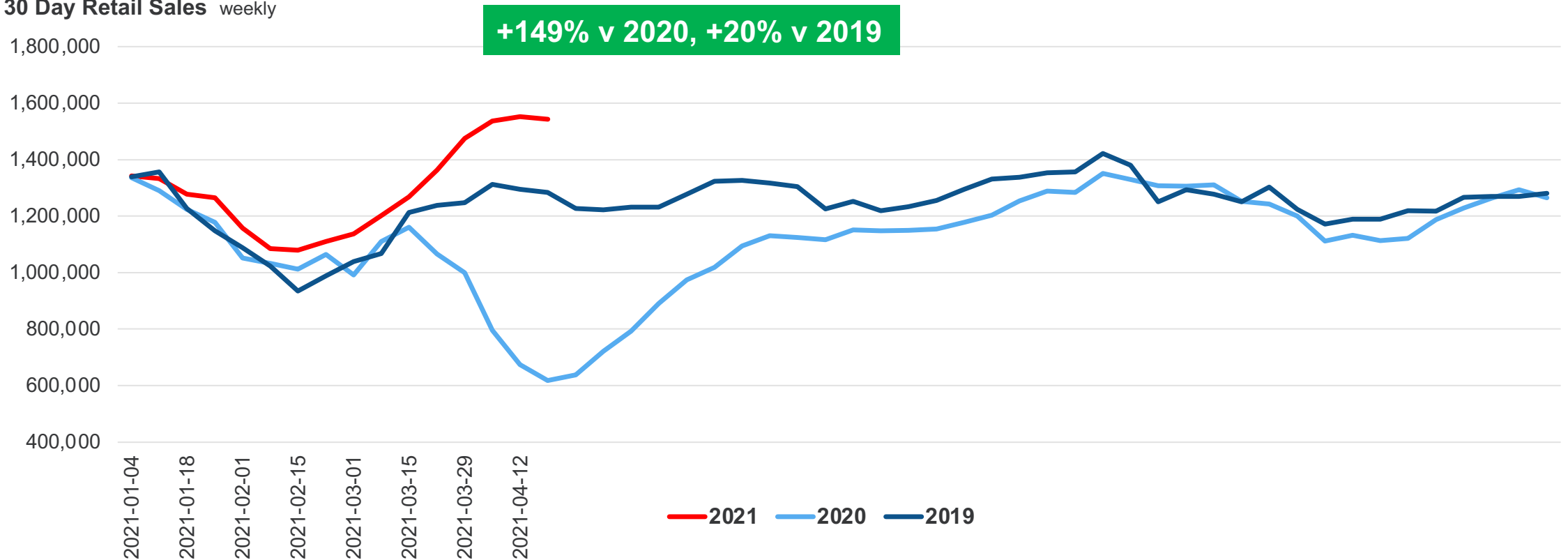
Days of Supply weekly



NEW VEHICLE ROLLING SALES NOW ABOVE 2019 PACE

Supply situation better but remains well below last year levels

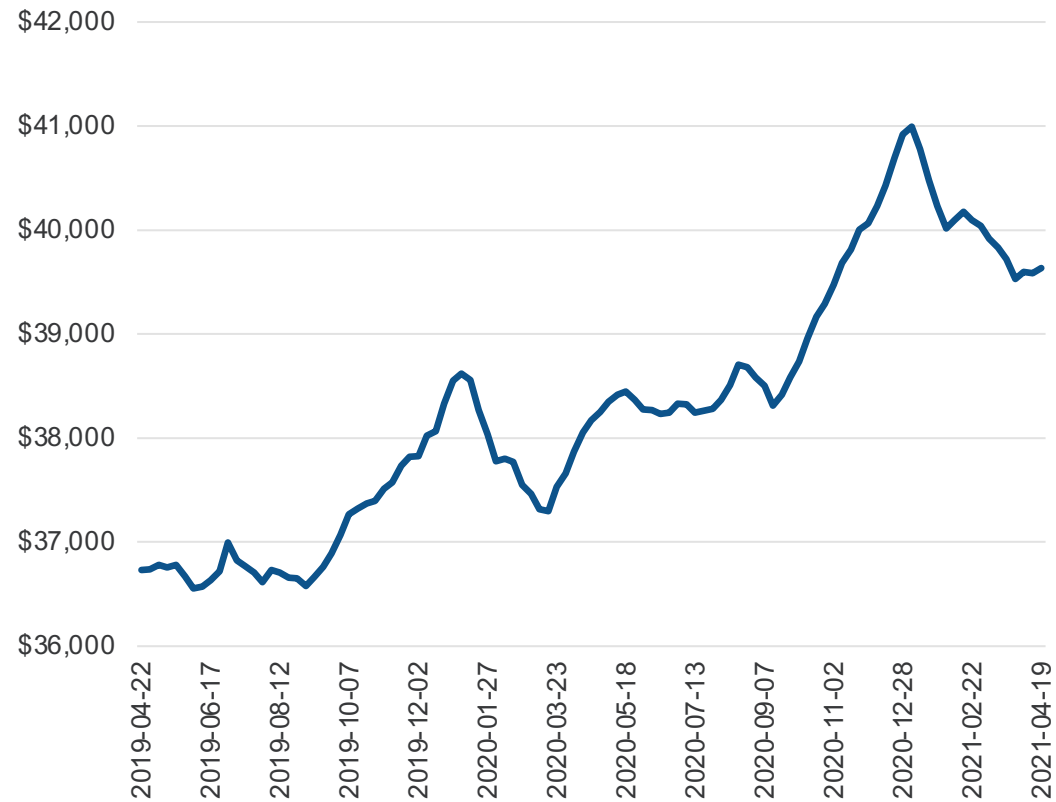
30 Day Retail Sales weekly



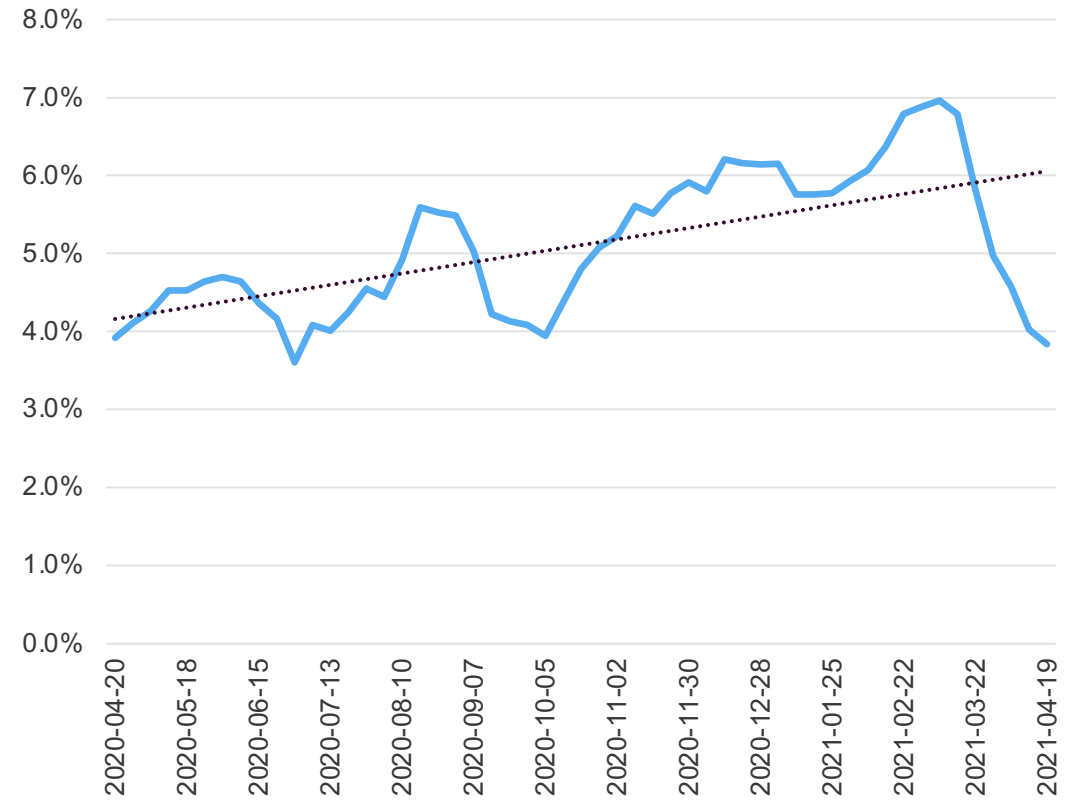
AVERAGE LIST PRICE AFTER PEAKING NOW BACKING OFF

Prices still growing at nearly a 4% rate keeping affordability a major headwind

Average Listing Price weekly



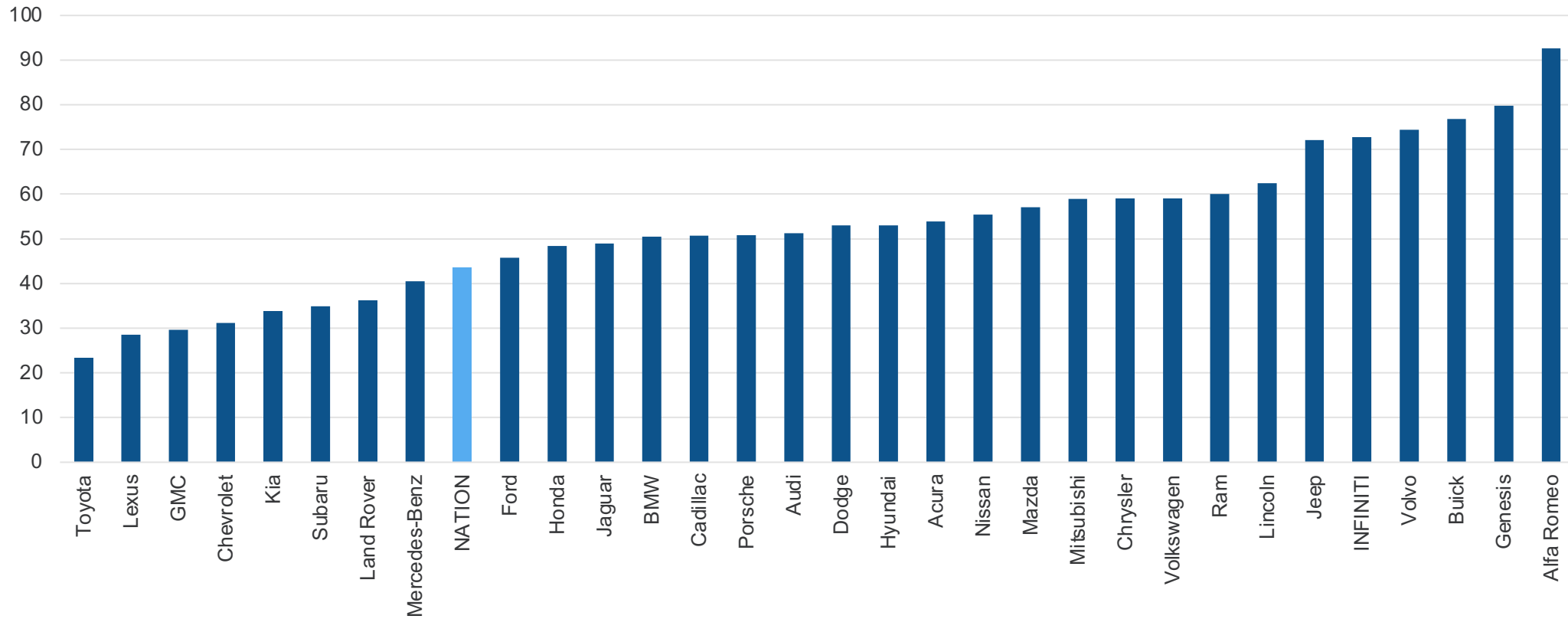
YOY Change weekly, last 12 months



BRAND INVENTORY SUPPLY SITUATION VARIES SIGNIFICANTLY

Toyota, GMC and many imported luxury brands have tight inventories

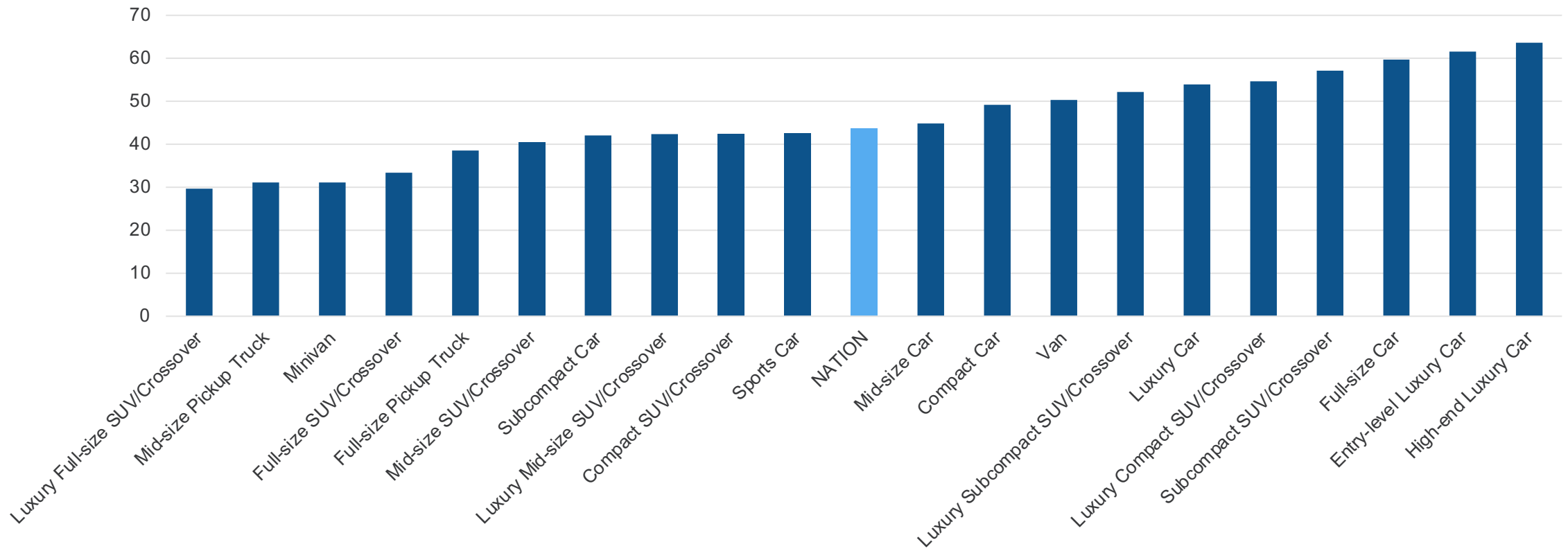
Days Of Supply



SEGMENT INVENTORY PICKUPS, BIG SUVS TIGHT, CARS NOT

More inexpensive segments and alternatives have too much

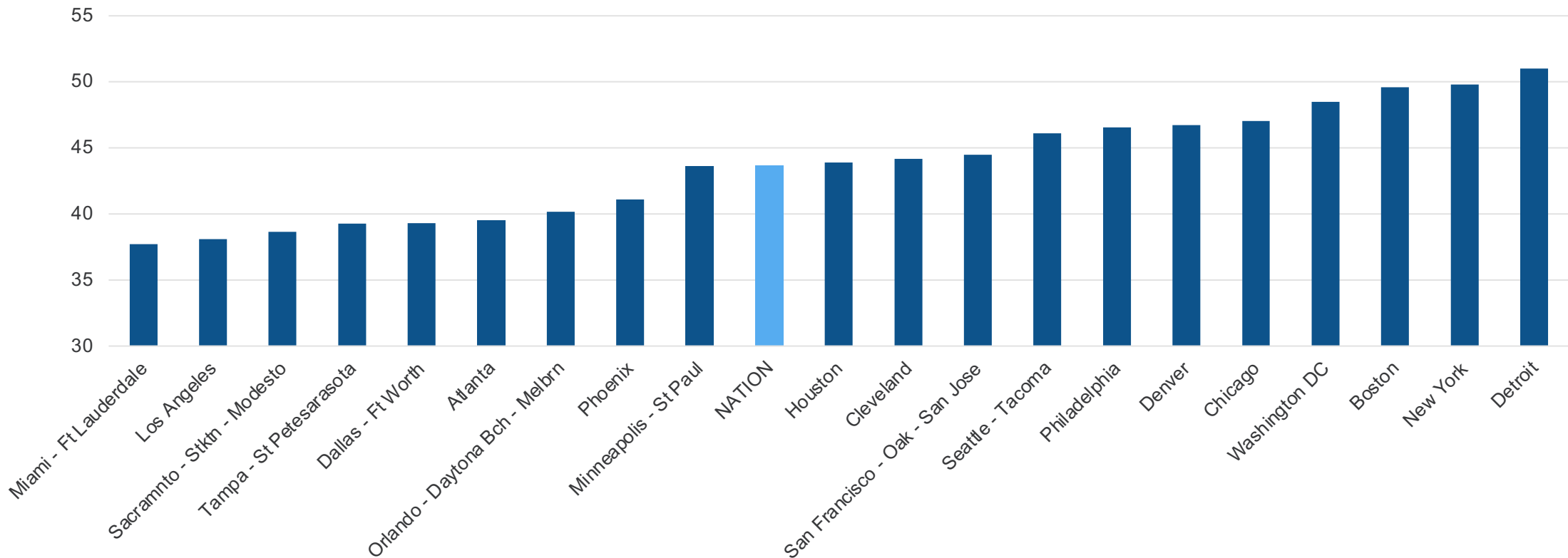
Days Of Supply



TOP 20 DMA INVENTORY FLORIDA TIGHT, EAST COAST LESS SO

All large volume markets have tighter supply, but some more than others

Days Of Supply





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